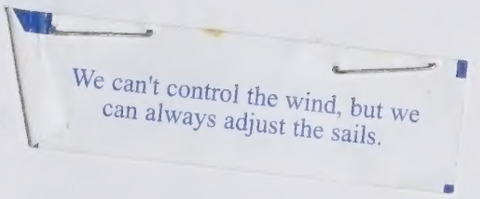



March 27, 2010

Dear Brewster,

I don't usually take the time to make a long winded thank you letter (although I really wish I did more often) but something inspired me to take the time to sit down and write a *real* letter. Perhaps it is because Nicci and I were both touched and inspired by your hospitality. You opened up your home to us. We loved meeting Mary Austen and being with another crazy, inspired, rambling family. I also wanted to jot down some thoughts in response to some of your thoughts, observations, questions that that I found engaging. I have also started to read *Frozen Desire*. I am intrigued by the difference between real, virtual, and counterfeit money. And so I have decided to write—not an email, or a blog, or a tweet--but an old fashioned letter.

I'm not always keen on books recommended by others. But I am going to take on your book, *Frozen Desire*, because the subject of money strkes a chord. Money is a koan for me: the struggle to earn money takes up a good deal of my time, yet does not fit in in any clear way with my spiritual practice. I have read the introduction of *Frozen Desire*, and I already love Buchan's reckless, poetic, soul searching style. But it was your thoughts about the book that got me interested in reading it.

I think that we have a common trait: a way of thinking that follows a path. I think that I could learn something from you and Bucan, about a subject (money) which is usually so elusive and so shallow. I plan to read the book and share with you my thoughts, and if you are willing, explore the idea of money a little bit further. I think understanding money could help me to understand places where I get stuck on my path.

As a return gift, I would like to offer you book that I love: *The Diamond Cutter*. Like you, I purchased a half dozen copies to share with friends. I haven't read the second half of the book; I'm still digesting the first half! I think this is one of the best books on "spiritual practice in business" that I have ever come across. So I hope you will enjoy perusing it, but please don't feel any obligation. Read a few passages, a few pages, or save it for another day. I'm not going to quiz you on the book.

Nicci also included some pure maple syrup that is made by a friend here in Marbletown. Enjoy.

<u>Family:</u>

Nicci and I both noticed the way you show so much excitement with children. The way you swung Sophie around, and the way you communicate. I know that having kids 24/7 is a taxing, to say the least. (I have been known to say that having kids is a cross between

angels coming down from heaven and Chinese water torture.) But we thought the way you and Mary engaged with your children was refreshing.

I also have to pass along that Logan's method for doing apposing arm swings is likely the best method. While walking through the back of the Jacuzzi Vineyard that weekend, I suddenly remembered Logan's method of 'getting one arm swinging first and then starting the other.' I was able to do it instantaneously.

Money:

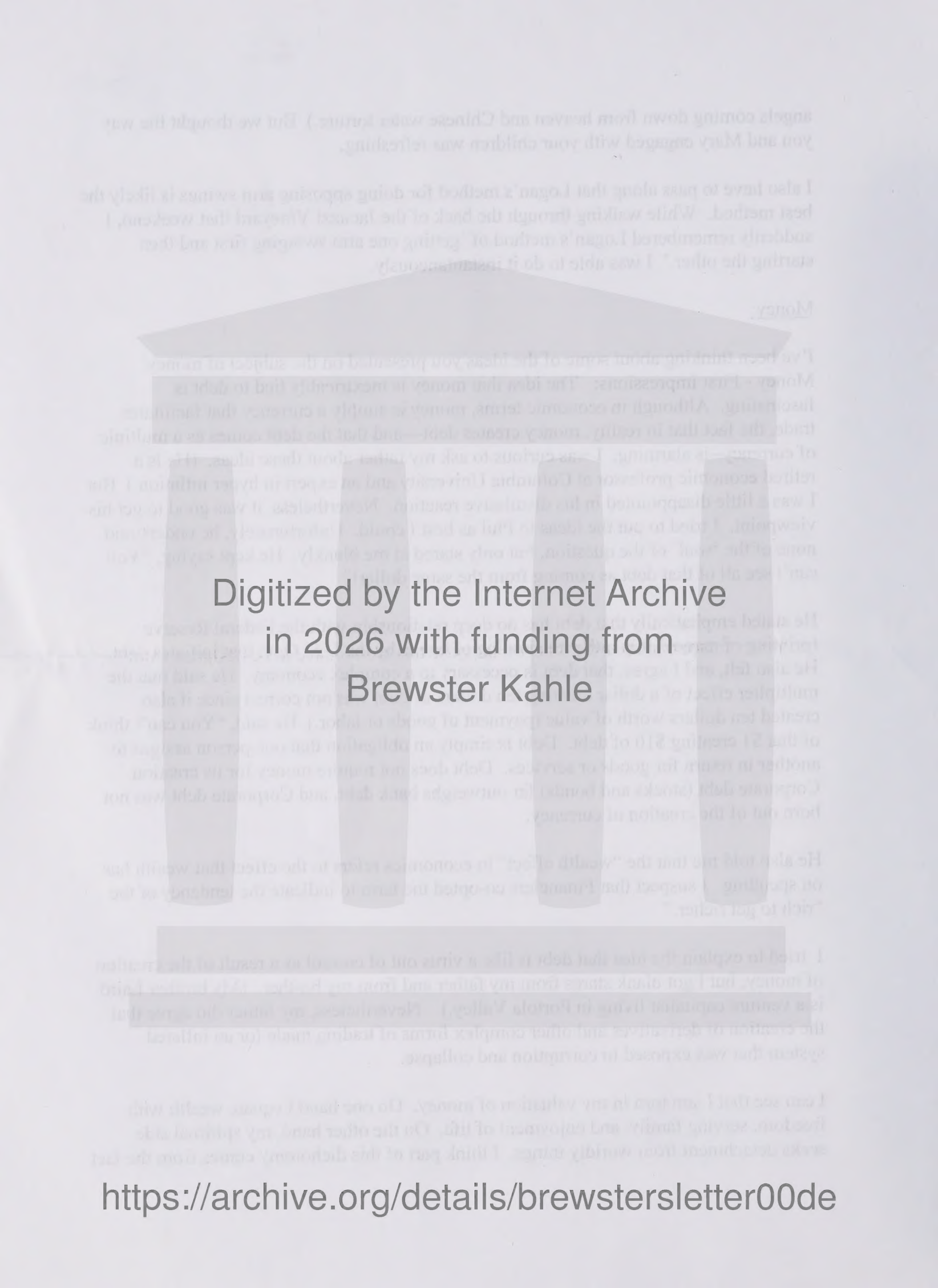
I've been thinking about some of the ideas you presented on the subject of money. Money - First impressions: The idea that money is inextricably tied to debt is fascinating. Although in economic terms, money is simply a currency that facilitates trade, the fact that in reality, money creates debt—and that the debt comes as a multiple of currency--is alarming. I was curious to ask my father about these ideas. (He is a retired economic professor at Columbia University and an expert in hyper inflation.) But I was a little disappointed in his dismissive reaction. Nevertheless, it was good to get his viewpoint. I tried to put the ideas to Phil as best I could. Unfortunately, he understood none of the 'soul' of the question, but only stared at me blankly. He kept saying, "You can't see all of that debt as coming from the same dollar!"

He stated emphatically that debt has no deep relationship with the Federal Reserve (printing of money) it is rather the issuing of bonds by the U.S. Gov. that initiates debt. He also felt, and I agree, that debt is necessary to a complex economy. He said that the multiplier effect of a dollar creating ten dollars of debt was not correct since it also created ten dollars worth of value (payment of goods or labor.) He said, "You can't think of that $1 creating $10 of debt. Debt is simply an obligation that one person assigns to another in return for goods or services. Debt does not require money for its creation. Corporate debt (stocks and bonds) far outweighs bank debt, and Corporate debt was not born out of the creation of currency.

He also told me that the "wealth effect" in economics refers to the effect that wealth has on spending. I suspect that Financiers co-opted the term to indicate the tendency of the "rich to get richer."

I tried to explain the idea that debt is like a virus out of control as a result of the creation of money, but I got blank stares from my father and from my brother. (My brother Laird is a venture capitalist living in Portola Valley.) Nevertheless, my father did agree that the creation of derivatives and other complex forms of trading made for an inflated system that was exposed to corruption and collapse.

I can see that I am torn in my valuation of money. On one hand I equate wealth with freedom, serving family, and enjoyment of life. On the other hand, my spiritual side seeks detachment from worldly things. I think part of this dichotomy comes from the fact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Brewster Kahle

https://archive.org/details/brewstersletter00de

that my father is a republican and my mother is a democrat. I have never felt that democrats and republicans understand each other.

I think that is why Frozen Desire has struck a chord in me. But I also love your methodical approach to questions.

Internet Archive:

Seeing your new building will be a lifelong memory for Nicci and I. We were both blown away. The grandeur, the oddity, the vision…! As a student of spirituality, it was particularly fascinating for me to see how a Christian Science building could be reborn as a library. It is by far the largest Christian Science building I have ever seen. What a beautiful second floor space. The Yellow light coming through the stained glass was majestic. And of course, it looked just like an ancient library.

Please take the next few observations with a grain of salt…

I am really taken back by the labor required to record the books, records, etc. Forgive me, but for the vision that you have, the process seems kind of archaic. I watched a video in which you discuss the process, and cost, of recording. I'm surprised that you could not create a machine that can turn pages of a book automatically, but of course I am just a novice. You can't create a machine, like a juke box, that could feed records onto a recording device one after the other? I suppose this would have to be designed from scratch, but when I think of the numbers of records, books, and film, that you will be recording…

One area that I have some experience in is web design. As the COO of BestCigarPrices.com I have had the opportunity to observe a commercial website evolve over the course of more than a decade. Obviously my main goal has been conversion: getting potential customers to look and then to buy. But I think your website is not so different. There is nothing to buy, but in the not-for-profit world, there is still the "selling" of what you have to offer. You want encourage adults, and children especially, to engage with your site. I think that there is much that you could do to you site to bring the viewer in. For example, the layout is like a piece of graph paper with rows of boxes that are mostly the same size. The result is that the eye tends to drift through all the boxes not knowing where to begin. I would recommend that you have some large boxes that essential "tell the story" of the internet archive. For example, you could have a large box of revolving flash images that show beautiful pictures of the ancient and modern libraries of the world, with a tag line that says, "Now all of the books of mankind can be found online," something that tells in a few seconds what the site is. Next, I would have one box that describes what you can do on the site (search for books, records and tapes.) You have that on the site, but it could be done more boldly and clearly, so that it stands out on the page. After that, I would use a series of small sections to focus on the secondary aspects: news, who we are, funding, etc.

If you are interested in exploring the way your website is presented to the public, I would love to help you. I'm not a web designer, but I might be useful to help you flesh out what you want to achieve, so that a designer can have a clear vision of how to lay out the page. It would be my honor to volunteer my help, in any way, for such a great endeavor. I have often thought how I might do some "good" (other than supporting a family and staff) with the things I have learned "hanging out on the internet." I would love to converse more on this. Simply ask…

You also have my ear if you ever want to just "let off steam." I only have 25 employees. But I know what it's like to build up nervous tension over the "operation" of a business. You would find me a compassionate listener…

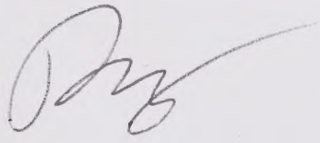
One of my tickets into adulthood has been the exploration of education. I had a lot of trouble in Scarsdale. I felt like the "one who never quite got it." I had to reinvent myself after college. Learn all over again. I was a teacher for 5 years in New York City and then got a Master's Degree in Early Childhood education before leaving teaching for business. But my ideas about how a person learns and grows is part of the bones of my views of business. It also plays an important part of my understanding of spirituality.

I love the way you have a big vision and take on big questions. When I think of big questions, (issues of world prosperity) it comes back to education. And that is another reason why I am so impressed with the Internet Archive.

Bye for now:

Thanks again for lunch, for the boat ride around Alcatraz, and for your thoughts and questions…

Love to you, Mary, and the kids,



P.S. I hope my letter is readable. It's my Sam's birthday and tomorrow we're off to Mexico. I didn't have the chance to proofread carefully…

-DE